

Message Text

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ACTION NEA-05

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O R 250905Z MAR 74

FM AMEMBASSY ABU DHABI

TO USDOC WASHDC IMMEDIATE

INFO AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

SECSTATE WASHDC 1404

UNCLAS ABU DHABI 0327

USDOC ALSO PASS OMEARA, OFFICE SALINE WATERS, DEPT OF INTERIOR

EO 11652: NA

TAGS: BEXP, TC, US

SUBJ: FLOATING DESALINATION UNIT FOR ABU DHABI

REF: A. ABU DHABI 0325; B. ABU DHABI 0312; C. ABU DHABI 0295

1. ASST DG (TECHNICAL) ABU DHABI DEPT OF WATER & ELECTRICITY CALLED ON COMMERCIAL OFFICERS HOWELL AND LIMBERT MARCH 24 TO DISCUSS DEPT'S DESPERATE NEED FOR DESALINATION UNIT OF 1.5 TO 2.0 RPT 1.5 TO 2.0 MILLION GPD CAPACITY. DEPT HOPES PURCHASE SELF-CONTAINED UNIT MOUNTED ON FLOATS SO THAT FOLLOWING PERIOD ITS SERVICE IN ABU DHABI TOWN, IT COULD BE TOWED TO ADJACENT ISLANDS SERVE NEEDS THERE.

2. SOURCE SAID UNIT NEEDED MEET DEMANDS FOR FRESH WATER BEGINNING LATER 1974 AND ALL 1975 AND UNTIL UNITS REPORTED REFTELS ON LINE. THIS UNIT IS NOT RPT NOT IDENTICAL WITH OTHER STATIONARY UNITS DISCUSSED REFTELS AND CONSTITUTES ADDITIONAL REQUIREMENT. ASST DG SAID PLANT COULD OPERATE WITH EITHER SULPHURIC ACID OR POLYPHOSPHATE. HE BELIEVES AEROJET AND WESTINGHOUSE AMONG OTHERS ABLE TO PROVIDE UNITS OF TYPE NEEDED.

3. SOURCE EMPHASIZED THAT THIS NOT RPT NOT REQUEST FOR BID, BUT THAT U.S. FIRM ABLE DELIVER UNITS FOR OPERATION BEFORE END 1974 CAN NEGOTIATE DEAL DIRECTLY WITH DEPT WATER AND
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ELECTRICITY. HE ADDED THAT PRICE WAS NO OBJECT, BUT EARLY

DELIVERY OF APPROPRIATE UNIT WAS FIRST AND ONLY CONSIDERATION. IN FACT, HE STATED THAT US SUPPLIER HAVING SUITABLE UNIT IN ADVANCED STAGE FOR ANOTHER CLIENT COULD COUNT ON DEPT WATER AND ELECTRICITY PAY ANY PENALTY DUE TO OTHER CLIENT AS RESULT DIVERSION UNIT TO ABU DHABI.

4. FIRMS INTERESTED AND ABLE MEET THIS URGENT NEED, SHOULD TELEX OR CABLE ASAP HABIB AHMED, DIRECTOR GENERAL, ABU DHABI DEPT WATER AND ELECTRICITY, ABU DHABI, UNITED ARAB EMIRATES. CABLE: ELECTRICITY; TELEX; MAKABRABA AH369. MESSAGES SHOULD INCLUDE DELIVERY TIME OF UNIT TO ABU DHABI AND REASONABLY FIRM COST OF UNIT AND SHIPPING TO ABU DHABI. EMB WOULD ALSO APPRECIATE RECEIVING NOTIFICATION FROM FIRMS WHICH RESPOND. TELEX: AMEMBSSY ABU DHABI AH229.

5. FOR USDOC: REQUEST THAT THIS OPPORTUNITY BE BROUGHT TO URGENT ATTENTION US SUPPLIERS AND THAT IT BE GIVEN SPECIAL HANDLING. REALIZE DIFFICULTY DELIVERING UNIT IN TIME FRAME SPECIFIED BUT CANNOT OVEREMPHASIZE IMPORTANCE US MEETING THIS NEED IN TERMS GENERAL COMMERCIAL PROGRAM AND SPECIFICALLY IN TERMS FORTHCOMING OPPORTUNITIES IN DESALINATION FIELD IN ABU DHABI AND ELSEWHERE IN UAE. FYI: WE UNDERSTAND THAT UAE PRES SHAIKH ZAYID HAS DIRECTED INCREASE IN ABU DHABI DESALTING CAPACITY OF 10 RPT 10 MILLION GPD. THUS, OPPORTUNITIES REPORTED THUSFAR REPRESENT ONLY BEGINNING OF BUILD-UP PROGRAM. PLEASE KEEP EMB ADVISED OF DEVELOPMENTS.

6. FOR OMEARA, INTERIOR FROM EMB OFFICERS GRIFFIN AND HOWELL: IN VIEW YOUR PARTICIPATION IN WATER TREATMENT TRADE MISSION (NOV 1972) AND FAMILIARITY WITH ABU DHABI SITUATION, WOULD APPRECIATE ANY EFFORTS YOUR PART WITH CONTACTS IN INDUSTRY TO SOLICIT POSITIVE RESPONSE THIS OPPORTUNITY. OUR ABILITY PROVIDE REQUESTED EQUIPMENT ON EXPEDITIOUS BASIS COULD PROVIDE ONE OF BIGGEST BOOSTS YET FOR FUTURE PARTICIPATION OF US FIRMS IN NON-OIL SECTOR OF ABU DHABI AND UAE DEVELOPMENT SCHEMES. GRIFFIN

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